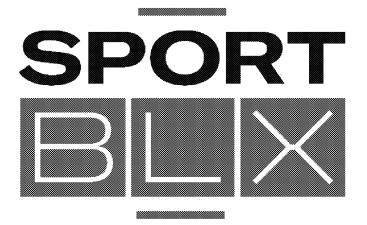
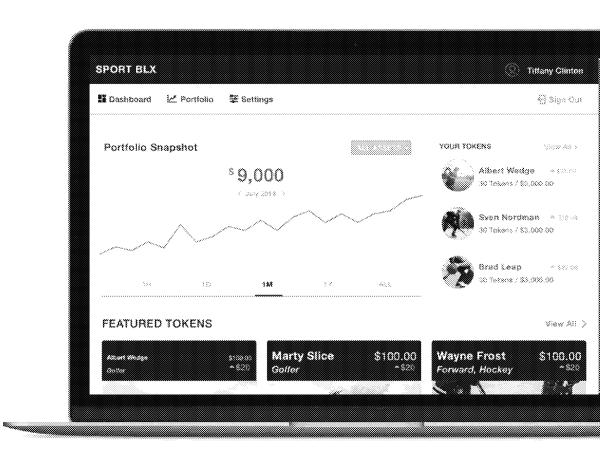


## INTRODUCING:



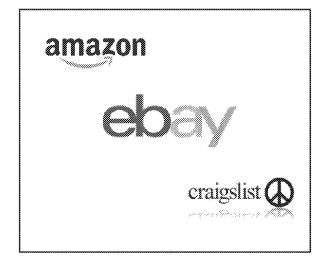
Enabling fans and investors to use their knowledge to passionately engage and invest in the sports they love.



Page 2 of 24

Note: Wireframes are subject to final design.

#### BACKGROUND







#### Digital Marketplaces

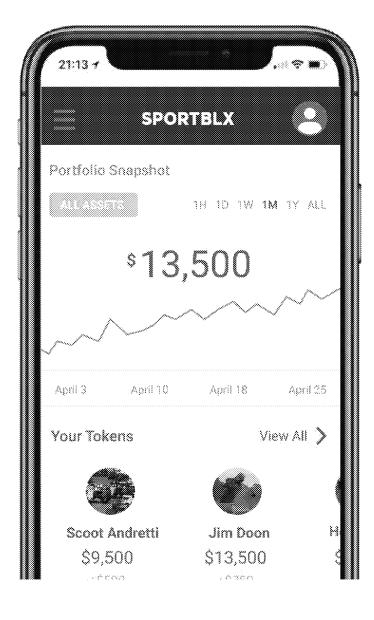
Since the advent of the Internet, digital marketplaces have paired buyers and sellers to enable the transacting of goods and services that were never before possible. The world became more connected and accessible.

#### **Sharing Economies**

Recently, sharing economy marketplaces have been pairing buyers and sellers essentially creating fractional usage of assets that can be sold. The world has now become more convenient and accessible.

#### Democratized Ownership of Unique Assets

Ownership of unique assets, both passive and fractional interest, enabled by a distributed ledger and consumer facing user interface have business use cases in sports, and have the power to be disruptive.

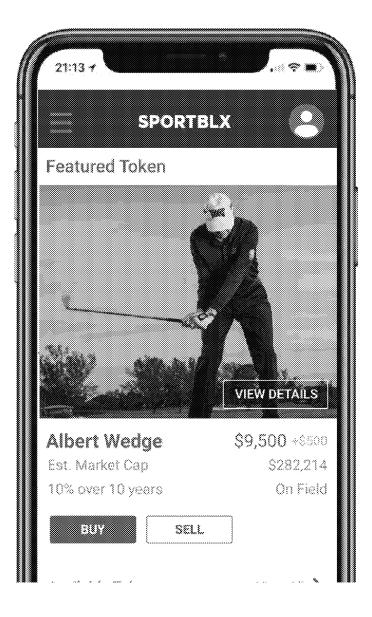


We offer professional athletes and owners of unique assets a new economy intended to monetize their enterprise value while enhancing their global business access and brand value.

# **SPORT**

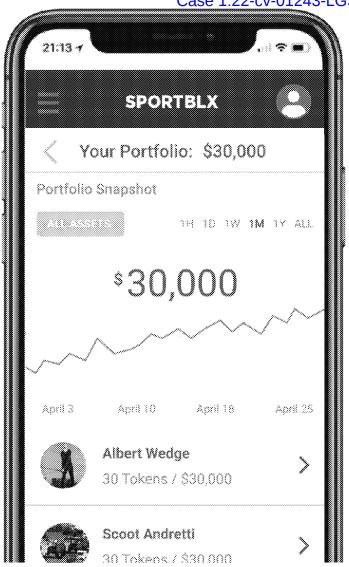
has designed an ecosystem for structured digital share offerings backed by these interests and a digital marketplace.

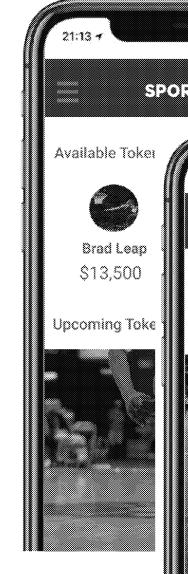
Fans and investors can buy and trade a fractional interest (revenue share in the earnings of the professional athletes or equity in a team or asset) in something they love and take part in the value creation that comes with success in sports.



Page 4 of 24

Note: Wireframes are subject to final design.





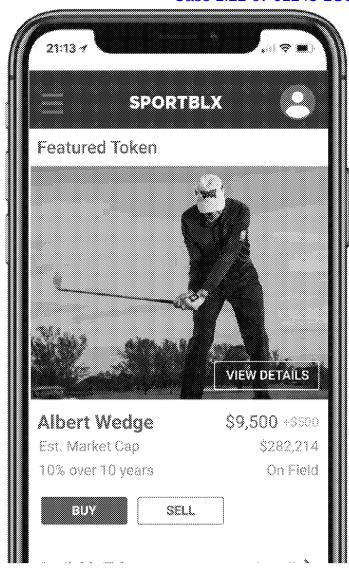
SPORTEDA 21:13 4 SPORTELX Edity Keveloui Est. Market Cap \$282,214 10% over 10 years On Field Launching May 14 VENTERALS **Brad Kickems** \$9,500 Est. Market Cap \$282,214 10% over 10 years On and Off Field

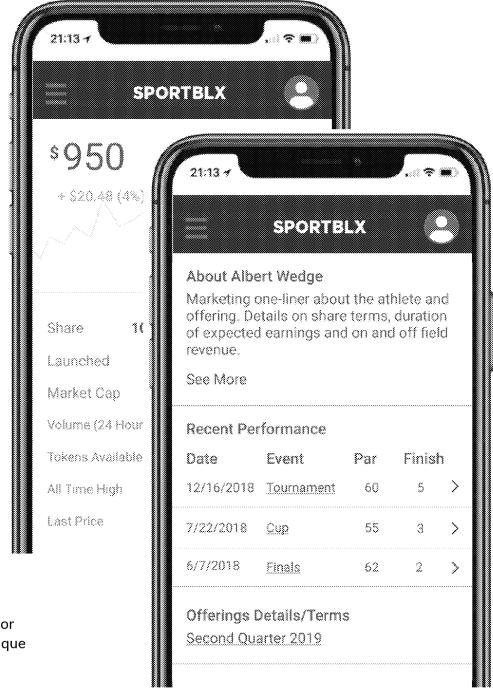
Launchino

Fans and investors can manage their portfolio of unique sport assets, monitor other digital shares, and review details on new offerings. Unique sport assets can also be fractional interest in a race horse, a F1 team or a professional sports team.

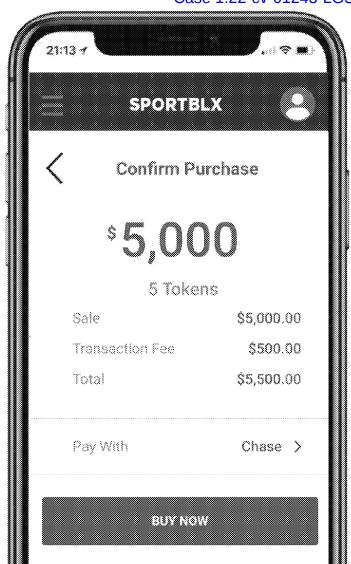
Note: Wireframes are subject to final design.

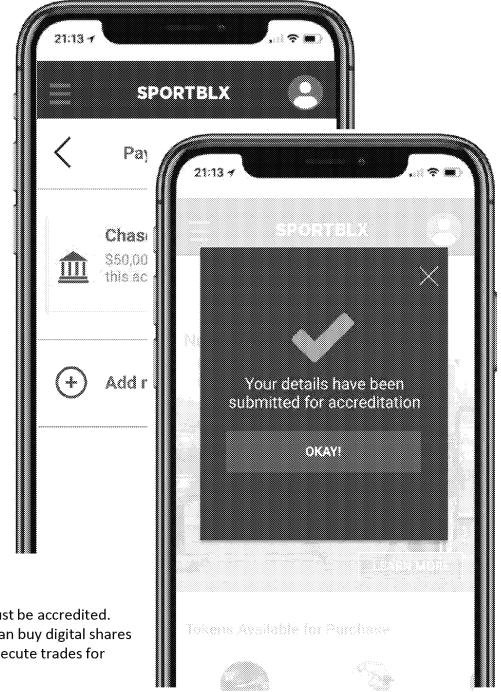
May 23





Fans and investors can access information on their offerings, monitor news and results of the underlying athlete, and eventually view unique media content.





To access the offerings in The United States, fans and investors must be accredited. Upon the verification and standard KYC/AML checks, an investor can buy digital shares with a wire transfer of U.S. Dollars. Our Offshore operation will execute trades for investors all over the world.

Note: Wireframes are subject to final design.

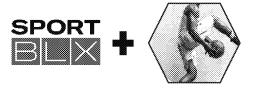
#### HOW DOES IT WORK?



#### Step 1:

The athlete, agent and business managers determine (i) the percentage of the athlete's earnings that he/she would contribute in exchange for cash today and (ii) the term.

SPORTBLX would guide to 10-40% of the athlete's earnings and a term determined by the athlete's age. We would also consider off-the field earnings as well if mutually agreed upon.



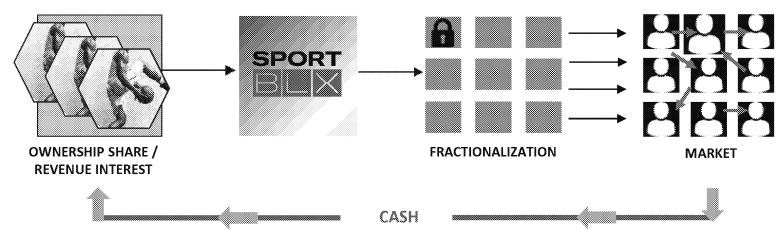
#### Step 2:

Together with SPORTBLX, the athlete determines the price to execute a sale to the marketplace and the cadence of the offering to ensure the best price execution.



#### Step 3:

The athlete's digital shares are offered to the market. As shares are sold, cash is routed to the athlete. Going forward, the athlete will forego the contributed percentage of his earnings during the pre-determined term.



## MARKET OPPORTUNITY - SUPPLY

TAM

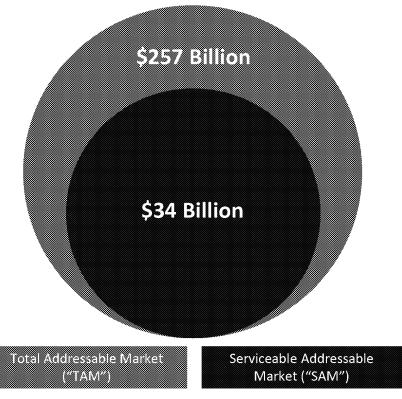
Athletes: All current global athlete lifetime earnings both on and off-field (endorsements are estimated to be 20% of on-field contracts)

Teams: Current valuation of top 100 global sports teams

SAM

Athletes: On-field tokenizable contract earnings of athletes in top tier leagues. Estimates that 15% of on-field earnings are tokenizable

Teams: Estimated that 15% of club ownership is assumed to be tokenizable



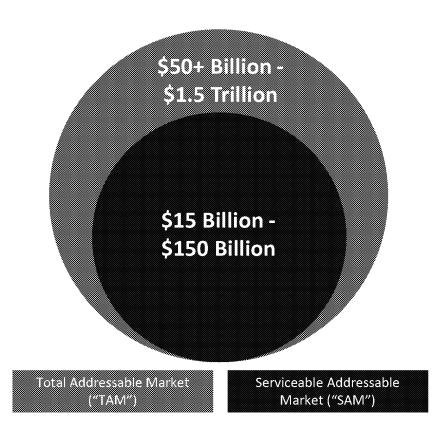
Source: Industry data synthesized by Consensys Solutions.

SPORTBLX0147942

# MARKET OPPORTUNITY - DEMAND; U.S. ONLY

Investable wealth controlled by accredited investors currently dedicated to alternative assets (e.g., art, wine)

Accredited investors who are interested in using SPORTBLX in their alternative portfolio, based on sample survey results



Source: Industry data synthesized by Consensys Solutions.

## WHY WOULD AN ATHLETE DO THIS?

SPORTBLX can design a transaction tailored to the athlete's needs while still delivering value to the fans and investors on our platform.

Enhanced fan engagement

Globalization of brand

Opens corporate sponsorship

Diversifies revenue

Data harvesting

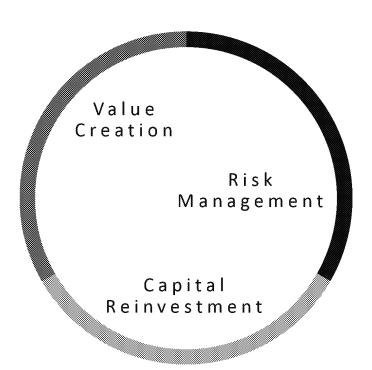
De-risking transaction

Downside protection from poor

performance or injury

A portion or all of the capital received can be re-invested in an advantageous way

Tax advantages



# AN ATHLETE CAN REDEFINE HIS/HER PLACE IN THE MARKET

Create a Lifestyle Brand Michael Jordan Roger Federer



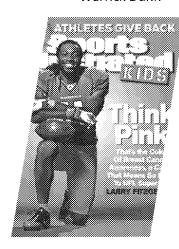
Invest in Tech VC Kobe Bryant Steph Curry Derek Jeter

Own a Sports Team Serena/Venus Michael Jordan



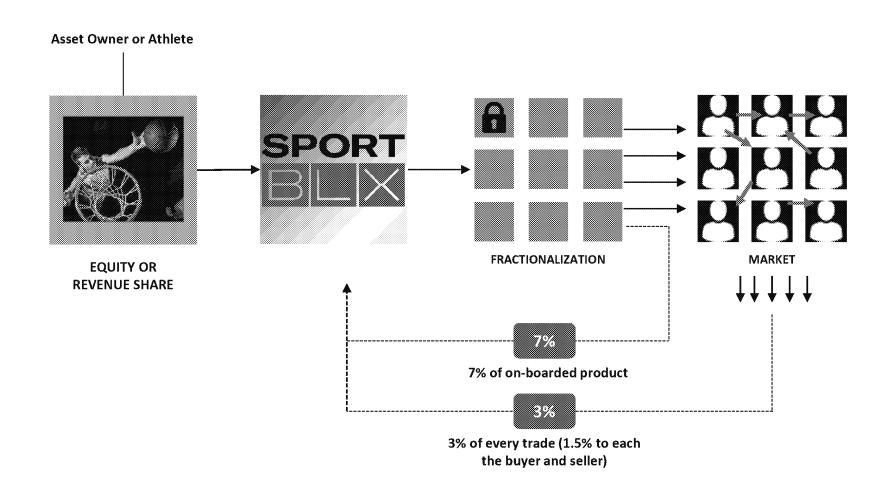
Tech VC
Bryant
Curry

Give Back
Larry Fitzgerald
Warrick Dunn

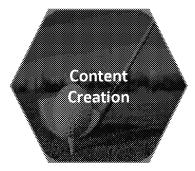


Be a Real Estate Mogul Magic Johnson Emmitt Smith

# OUR REVENUE MODEL



## STRATEGIC PLAYERS: WHY WOULD THEY PARTNER?



- Voice more of the stories that fans and investors want
- Leads to a voracious consumption of all content formats (short form video, blog posts, breaking news, print, etc.)
- Turn the fantasy of sports into something real, personal and valuable to the fan/consumer



- Promote and create interoperability between different properties and for new/rising stars, along with monetizing them through a new revenue stream
- A way to draw in new viewership to emerging sports/leagues and manage churn/ARPU



Enhance and leverage existing technologies to drive shared costs down and increase business asset values, while answering the inevitable question of:

"What are you doing in Blockchain?"

Answer: We use **SPORT** 



- Our model is designed to generate high-margin free cash flows without a lot of capital expenditures
- SPORTBLX will break down industry ownership paradigms and revolutionize engagement in sports, while creating democratic investment value for all participants involved



















#### PROTOCOL

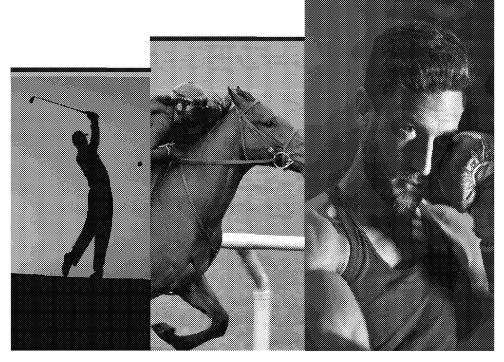




#### Based on ERC-721\*

Provides unique, verified ownership and identification

- √ Unique
- √ Non-Interchangeable
- √ Non-Fungible
- ✓ Private
- √ Verified



## Based on ERC-20 \*

Provides documentation and processes for sale

- Divisible
- Interchangeable
- Fungible
- ✓ Self-Generating
- ✓ Verified

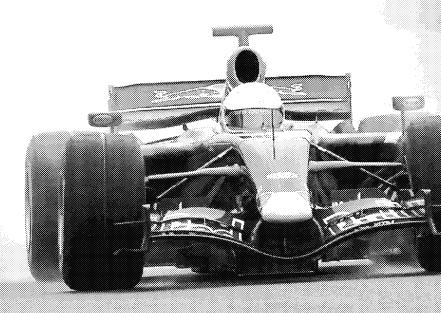
#### Why ETHEREUM?

The Protocol is being built on the Ethereum blockchain because of the prevalence of users in the community and ease of adoption. Ethereum allows for an efficient integration of smart contract parameters with stores of funds. Our goal would be to build our protocol to be blockchain agnostic.

<sup>\*</sup> ERC-721 is a free, open standard that describes how to build non-fungible or unique digital shares on the Ethereum blockchain. ERC-20 is a technical standard used for smart contracts on the Ethereum blockchain for implementing tokens.

# ROADMAP

2018 2019 DECEMBER **JANUARY APRIL** JUNE **FEBRUARY** MARCH MAY Launch Marketing Blitz More Product Ongoing First iteration Recruit initial Beta test Development of minimum content for product SPORT viable product launch Growth and Close Finalize initial Scaling Founders' Class content for **Investor Round** launch



## **TEAM**

#### George E. Hall

Executive Chairman and CEO, Co-Founder

George Hall has decades of experience in financial services having founded and lead Clinton Group, a multi-strategy investment firm since 1991. As the founder and CEO of Clinton Group, Mr. Hall is responsible for all final investment and trading decisions, risk management, and quantitative analysis at the firm and has been responsible for the application of applying cutting edge technologies to asset management.

#### Joseph A. De Perio

Founder and President

Mr. De Perio oversees the operations of Sport-BLX, Inc. full time. Prior to founding SPORTBLX with George Hall, Mr. De Perio was a senior portfolio manager at Clinton Group overseeing fundamental public equities, private equity and venture capital. He has over 15 years of experience in corporate finance, including over 12 years as an investment analyst, private equity executive and portfolio manager.

#### Terence G. Richards

EVP, Development

Mr. Richards has more than 20 years experience successfully leading global corporate business growth and development in sports, media, technology consumer products and finance.

#### **Consultants and Partners**





# Schulte Roth®Zabel

# COVINGTON

COVINGTON & BURLING LLP

# MINTZ LEVIN

# **Turner**

#### John L. Hall

EVP. Operations

Consensys

Outsourced CTO

Mr. Hall oversees all matters related to the operations and execution of transaction on SPORTBLX as well as interfacing with external auditors and regulatory bodies in the U.S. and offshore domiciles. Prior to his appointment, Mr. Hall oversaw client relations, business development and fund administration at Clinton Group, having ioined the firm in 1995.

Consensys has been selected to be a partner in the technology product build (platform, protocol,

protocols and systems architecture. SPORTBLX is in

the process of transitioning the technology vertical inhouse during the maturation of the initial build.

etc.). They will handle front-end GUI, backend

#### Peter Rawlins

EVP, Trading

Mr. Rawlins is responsible for all aspects of trading and client experience at SPORTBLX. Prior to his appointment, Mr. Rawlins oversaw financing, cash management and operations functions at Clinton Group, having joined the firm in 1995.

#### **Henry Sullivan**

EVP, Institutional Investment

Mr. Sullivan brings more than twenty years of Wall Street trading, selling and marketing experience to SPORTBLX. Mr. Sullivan also serves as the Director of Marketing of Clinton Group and his network of transacted tested investors includes: endowments, foundations, family offices, sovereign wealth funds, pensions and high net worth investors.

#### Francis Ruchalski

Chief Financial Officer

Mr. Ruchalski also serves in a similar capacity for Clinton Group having responsibilities in financial management since 1997.

#### **Head of Consumer Marketing**

EVP, Marketing

SPORTBLX is in active search for this key position.

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## FUNDRAISING STATUS

- **SPORT** raised a Founders' Class Round in late 2018
- Terms were as follows:
  - Common Equity
  - \$2 million
  - Pre-Money Valuation of \$9.5 million
- We are currently contemplating doing a follow-on raise or a pre-Series A round
  - Use of proceeds would be to accelerate both the marketing budget and the creation of our offshore affiliate and for general corporate purposes
- Proposed terms were as follows (based on received anchor orders):
  - Common Equity
  - \$2.5 million
  - Pre-Money Valuation of \$25 million

# CLINTON GROUP

Incepted in 1991, Clinton Group is a SEC Registered Investment Advisor that invests globally across alternative investment strategies.

As directed by its Founder and CEO, George E. Hall, Clinton Group has a longstanding history of investment expertise in research with a focus on quantitative modeling, asset securitizations and machine learning.

SPORTBLX was created by executives of Clinton Group and incubated internally initially. In November 2018, SPORTBLX became its own independent entity.

Filed 12/04/24 Page 20 of 24



510 Madison Ave

9th Floor

New York, NY 10022

#### **Contacts:**

Joseph A. De Perio, President

Tel: +1 (212) 825-0400

Email: jad@sportblx.com

Case 1:22-cv-01243-LGS Document 209-39 Filed 12/04/24 Page 21 of 24

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Risk of loss. An investment in the Sport-BLX will be highly speculative, and there can be no assurance that the company's objectives will be achieved. Investors must be prepared to bear the risk of a total loss of their investment

For more information, contact Joseph A. De Perio at jad@sportblx.com.

# PLAYER X: MODELING ON-COURT EARNINGS



Athlete exceeds expectations, becomes a supermax player for multiple years



Most likely case for earnings for the next few years Determination on age and health



Factors in underperformance or injury potential Only guaranteed earnings



## INVESTMENT CASE STUDY: PRICING THE REVENUE SHARE INTEREST

## LEAGUE AND MARKET FACTORS

We look at salary cap models, factor in inflation, and predict allocations to players under the CBAs



#### COMPARABLE PLAYERS ANALYSIS

For every player, we will model comparable players based on their position on the court, draft position, general statistics and sabermetrics.

#### EARNINGS MODELS AND PRICING MODELS

The summary earnings model cumulates all the variables in the backup analyses. The pricing models ascertain risk and come up with net present value calculations for various scenarios. We will use a number of quantitative and machine learning strategies to optimize.



# $\langle\langle$

#### IDIOSYNCRATIC FACTORS

For every player, we will consider factors like their age, skill level, the team they play on, and model different scenarios for their career.

# PLAYER X: MODELING OFF-COURT EARNINGS



Top NBA players today can make \$13 to \$40 million per year off-the-court.

Their range in social media following is 10 to 35 million.



We model an athletes status quo earnings and model certain scenarios for their level of success off-the-field.





